



9TH ANNUAL U.S. DEPARTMENT OF ENERGY SMALL BUSINESS CONFERENCE

PLENARY SESSIONS

Doing Business with the National Nuclear Security Administration

Don Garcia, Associate Director for Business Services





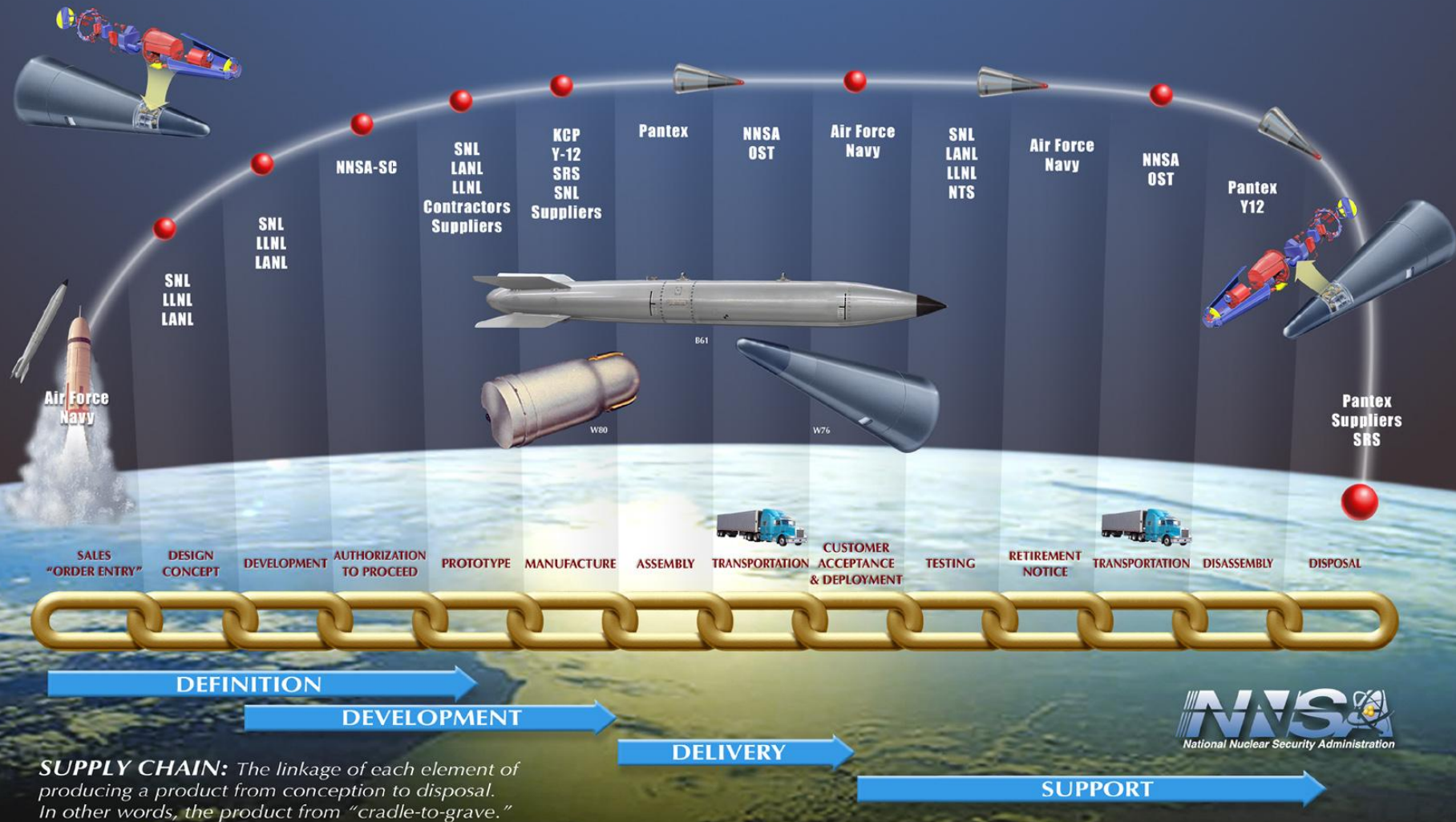
Our Mission

To support the National Nuclear Security Administration's goal of "strengthening United States' security through the military application of nuclear energy and by reducing the global threat from terrorism and weapons of mass destruction", while optimizing the participation of highly qualified small businesses in the procurement process.

Our Vision

Provide NNSA's programs with only the highest quality, technically superior, and competitively priced small business suppliers.

NNSA Weapons Modification Supply Chain



11/03

NNSA Integrated Supply Chain Vision



NNSA Supply Chain Management Integration Tools





- **Separately Organized Entity**
- **Unique Procurement Authority**
- **Management & Operating Contractors (M&O's) fulfill mission work**
- **Majority of opportunities not with NNSA directly, but, with our M&O's**





“I wish to reemphasize this Administration’s continuing dedication to the full inclusion of the entire small business community...in all of NNSA’s activities.... To meet the Secretary’s and NNSA’s small business contracting objectives, I am establishing the policy that, in NNSA, we will reserve for small business all new NNSA non-management and operating (M&O) contract requirements, as well as all expiring NNSA non-M&O contracts where the requirement continues.”

NNSA Administrator Linton F. Brooks, 8/29/2002

NNSA Small Business Policy BOP 003-0305R



- **DOE/NNSA Technical Services** **\$200 million**
- **DOE/NNSA Administrative Services** **\$200 million**
- **Global Threat Reduction Initiative** **\$100 million**
- **DICCE – Second Line of Defense** **\$700 million**
- **Emergency Ops Training Academy** **\$20 million**
- **LANL**
 - **Small Business teaming member as part of the initial award**
 - **Subcontracting Plan commits 50% to small business**
- **LLNL**
 - **Four small businesses as part of M&O contractor team**



NNSA Small Business Forecast - Microsoft Internet Explorer provided by DOE/COE

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Address <https://hqinc.doe.gov/support/NNSAForecast.nsf/Home?OpenPage>

NATIONAL NUCLEAR SECURITY ADMINISTRATION



Forecast of Contracting Opportunities



General Search

- [by State](#)
- [by NAICS Code](#)
- [by Contracting Activity](#)
- [by Solicitation Method](#)
- [by Release Quarter](#)
- [by Award Quarter](#)
- [by Incumbent Contractor](#)
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WELCOME TO THE DEPARTMENT OF ENERGY'S ACQUISITION FORECAST

It is the policy of the Department of Energy (DOE) and the National Nuclear Security Administration (NNSA) to provide timely information to the public regarding DOE/NNSA's forecast of future prime contracting opportunities and subcontracting opportunities which are available via the Department's major site and facilities management contractors. This forecast has been expanded to also provide timely status information for ongoing prime contracting actions that are valued in excess of the simplified acquisition threshold. As the largest civilian contracting agency within the Federal government, the Department believes that enhancing the forecast to provide a greater level of advance and up-to-date information pertaining to the Department's future and



NNSA M&O Strategic Sourcing

- M&O contractors moving towards world-class levels of supply chain management
 - Leveraging spend
 - Right-sizing vendor bases
 - Electronic/web-based processing
 - Decentralized ordering
 - Using market analysis to drive socioeconomics
- Implementing commercial best practices



NNSA M&O Strategic Sourcing

- NNSA M&O e-Store
 - Connectivity: 3 sites with daily orders to eStore suppliers
 - 2 more sites soon
 - Catalogs: 6 on-line (Grainger, MSC, Fisher Scientific, VWR, Wildflower, Dell by Wildflower) – 3 more soon (Government Scientific Source, Holmans for Apple, Sandia Office Supply) – Planned (Expedex, Beryllium testing catalog)



NNSA M&O Strategic Sourcing Opportunities

- Current commodity teams
 - Staff Augmentation
 - Oracle Software
 - Laboratory Equipment
 - Electrical Components



NNSA M&O Strategic Sourcing Opportunities

- Commodities to be analyzed/strategies developed

- Computer Hardware
- Computer Software/Maintenance
- Energy
- Safety Supplies
- Office Supplies
- Copy Machines
- Laboratory Services
- Environmental Services
- Ammunition
- Electronic Components
- Fuel/Additives/Lubricants
- Travel Services
- Contract Closeouts



NNSA M&O Strategic Sourcing

- Up and coming tools
 - Electronic reverse auctions
 - Electronic sealed bids
 - Electronic catalogs
 - Web-based commerce

E-commerce is the way of the future! Be ready!



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